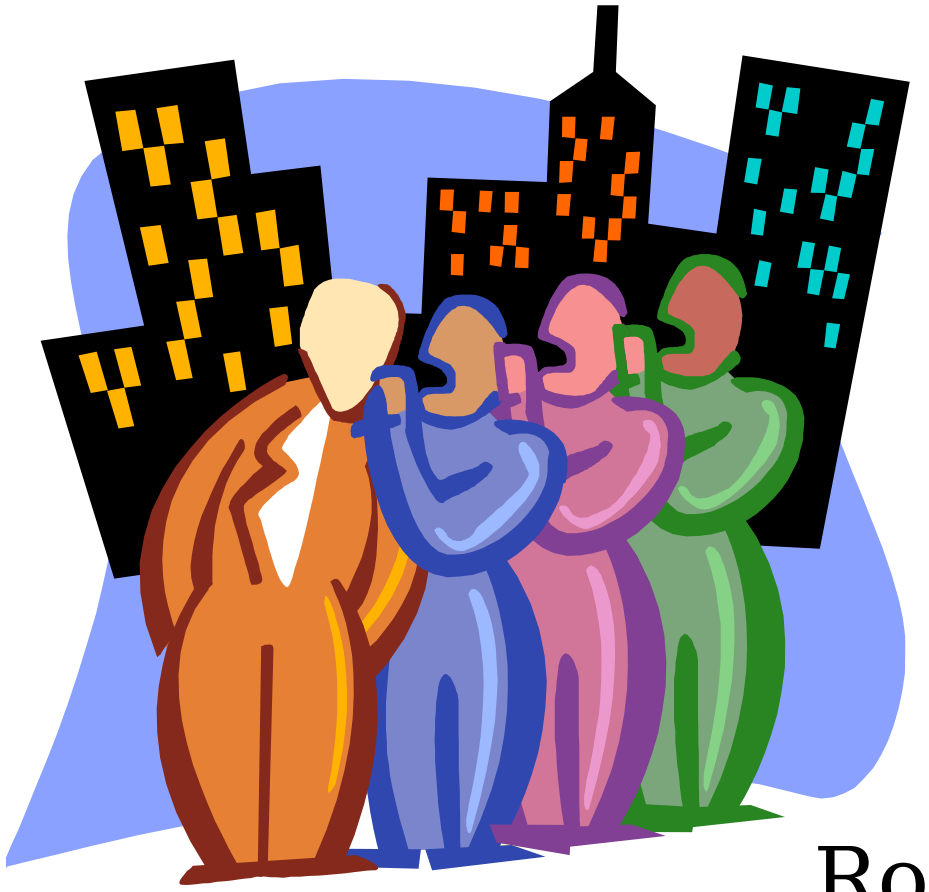
# Welcome to the Product Center 5 Forum

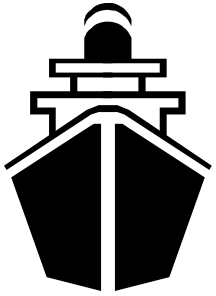


Robin Mapes
PC Leader

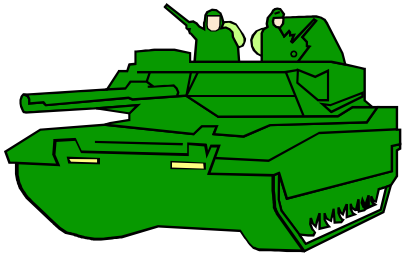
# Product Center 5 Forum

- Who Are We?
- How Are We Doing?
- What Does The Future Hold?
- Questions / Feedback

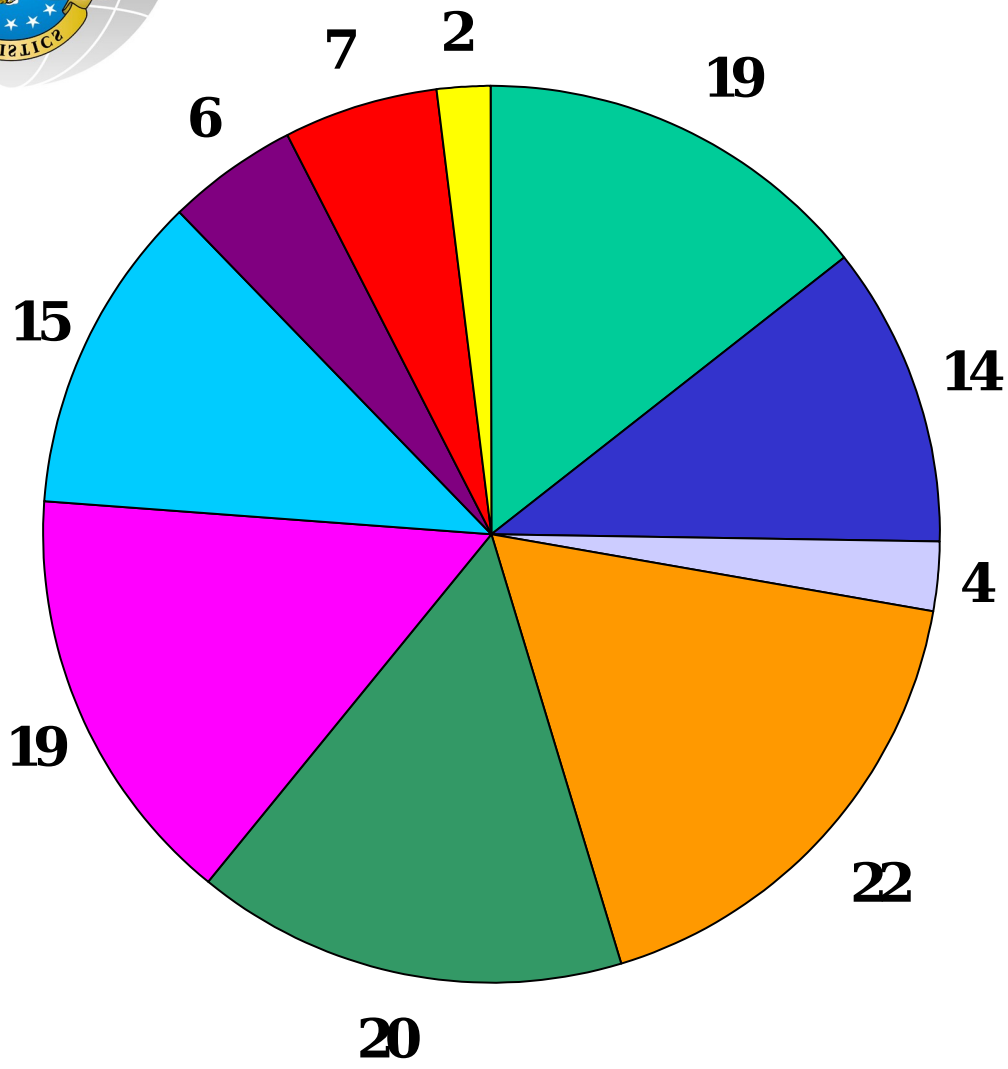
# roduct Center 5 Product Lines



- 6105 - Motors
- 6125, 6130 – Converters
- 6135, 6140 - Batteries
- 6110 – Electrical Control Equipment)
- 6115 - Generators
- 5940 – Terminal Lugs & Strips
- 5970 – Electrical Insulators
- 5975 – Electrical Hardware & Supplies
- 3400 - Machine, Machine Tools, Metalworking Equipment
- 3600 – Industrial Machinery
- 5100 – Hand Tools
- 4900 - Maintenance Repair Shop Equipment
- 1730 – Aircraft Ground Service Equipment
- 4010 – Chain & Wire Rope
- 1640 - Aircraft Cables



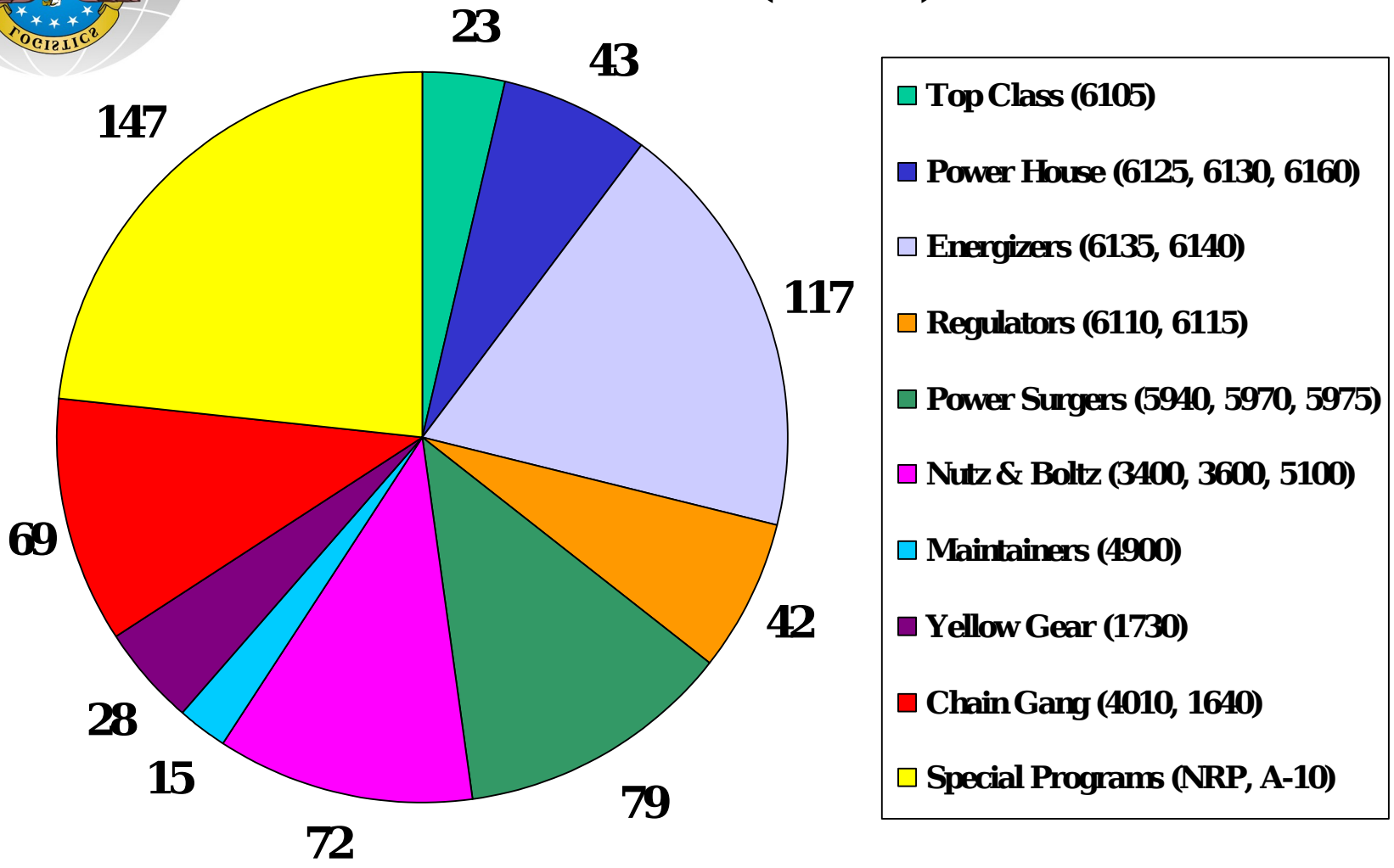
# Product Center 5 NSNs (000)




- Top Class (6105)
- Power House (6125, 6130, 6160)
- Energizers (6135, 6140)
- Regulators (6110, 6115)
- Power Surgers (5940, 5970, 5975)
- Nutz & Boltz (3400, 3600, 5100)
- Maintainers (4900)
- Yellow Gear (1730)
- Chain Gang (4010, 1640)
- Special Programs (NRP, A-10)

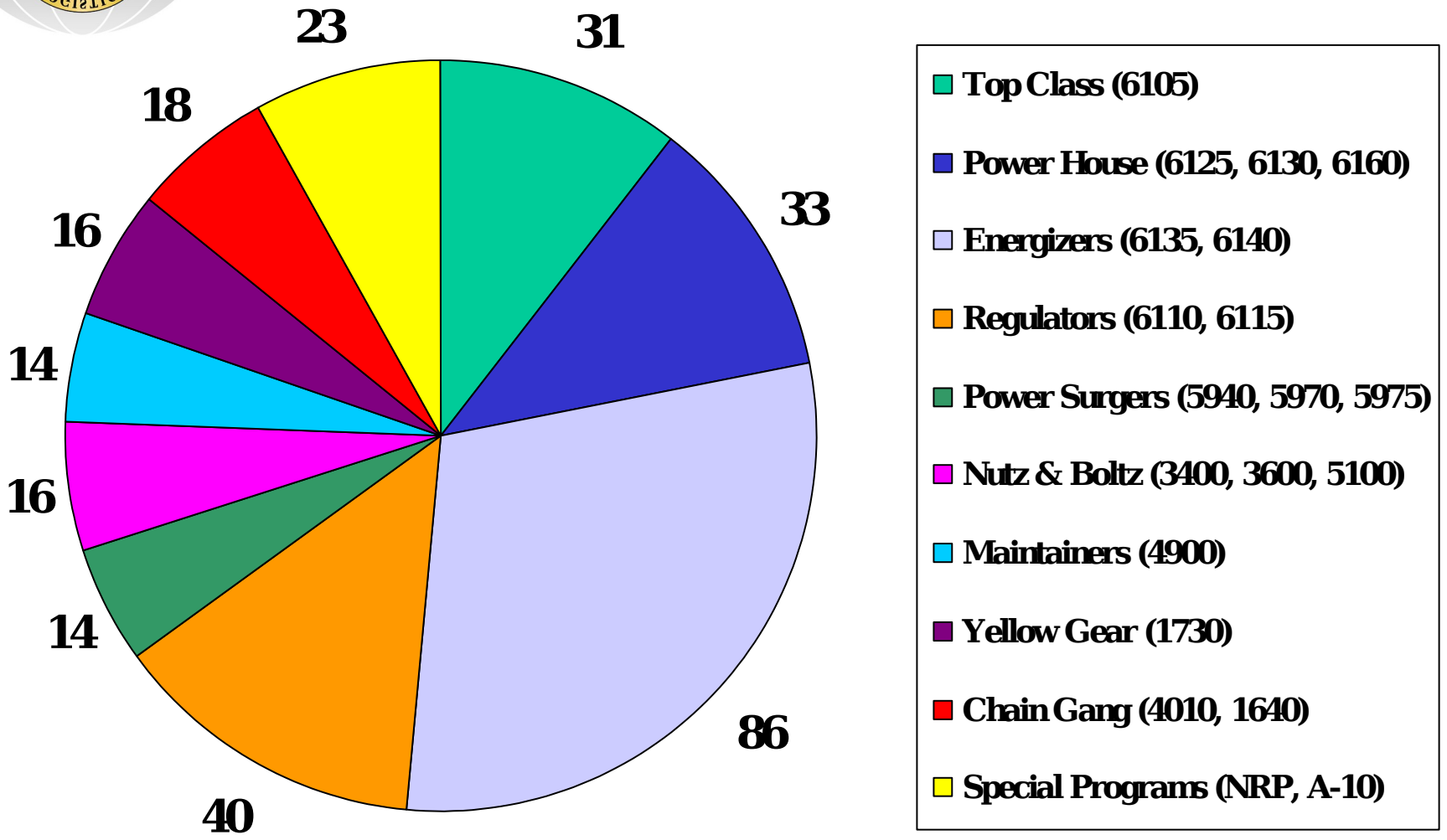
*Total – 129,000 NSNs*

# Product Center 5 Annual Demands (000)




*Total – 634,000 Demands*

# roduct Center 5 Annual Demand Value (Millions)

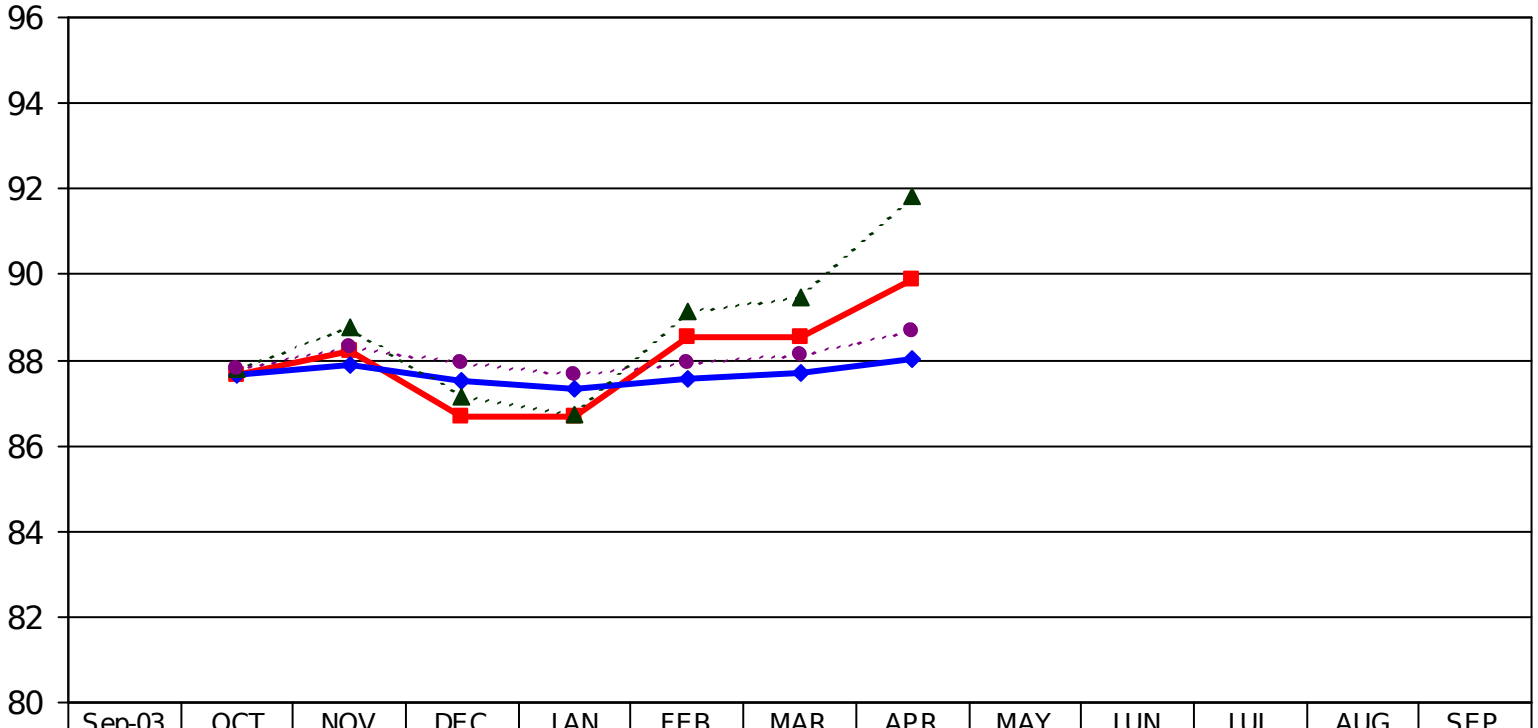



*Total – $291 Million*

# Product Center 5 Performance Metrics

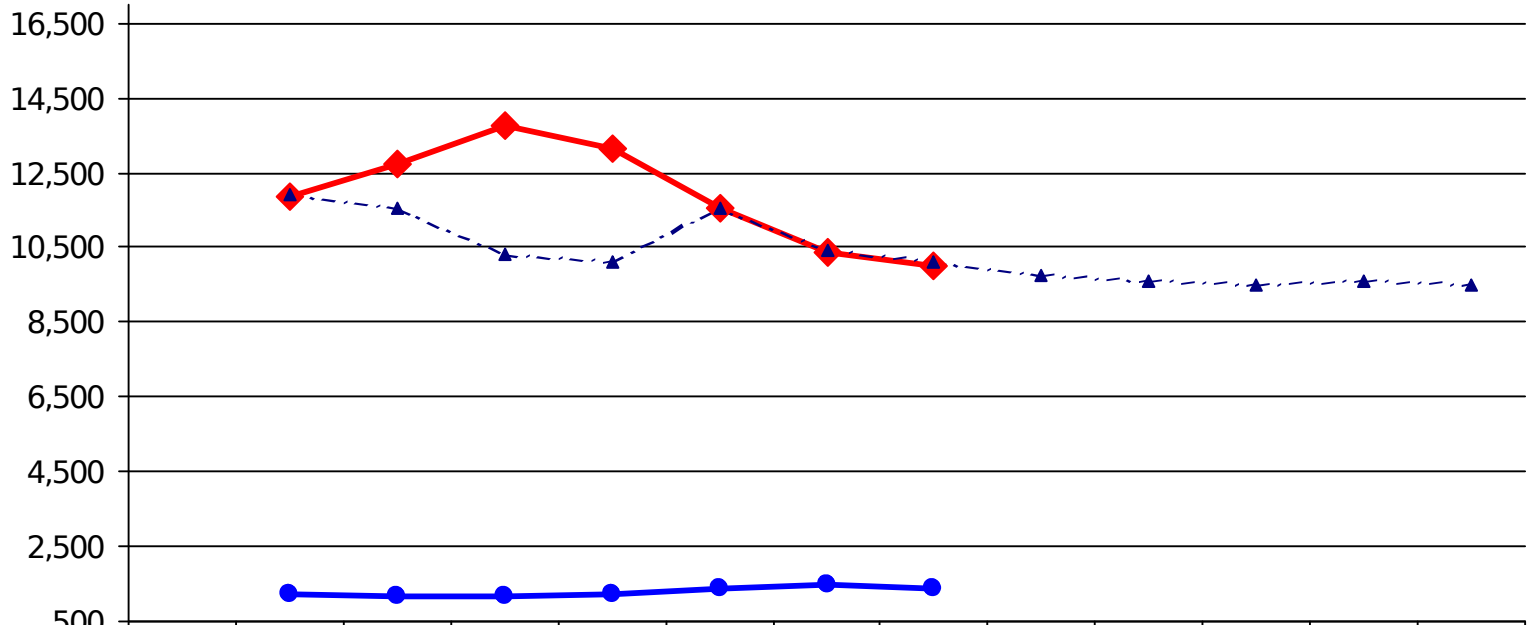
- Customer Support
  - Supply Availability
  - Backorders
  - Product Quality
  - Lead Times
  - Delinquencies
- Internal Processes
  - Purchase Requests Awarded
  - Purchase Requests on Hand
- Financial Accountability
  - Sales
  - Obligations
  - Long Term Contracting

# Supply Availability



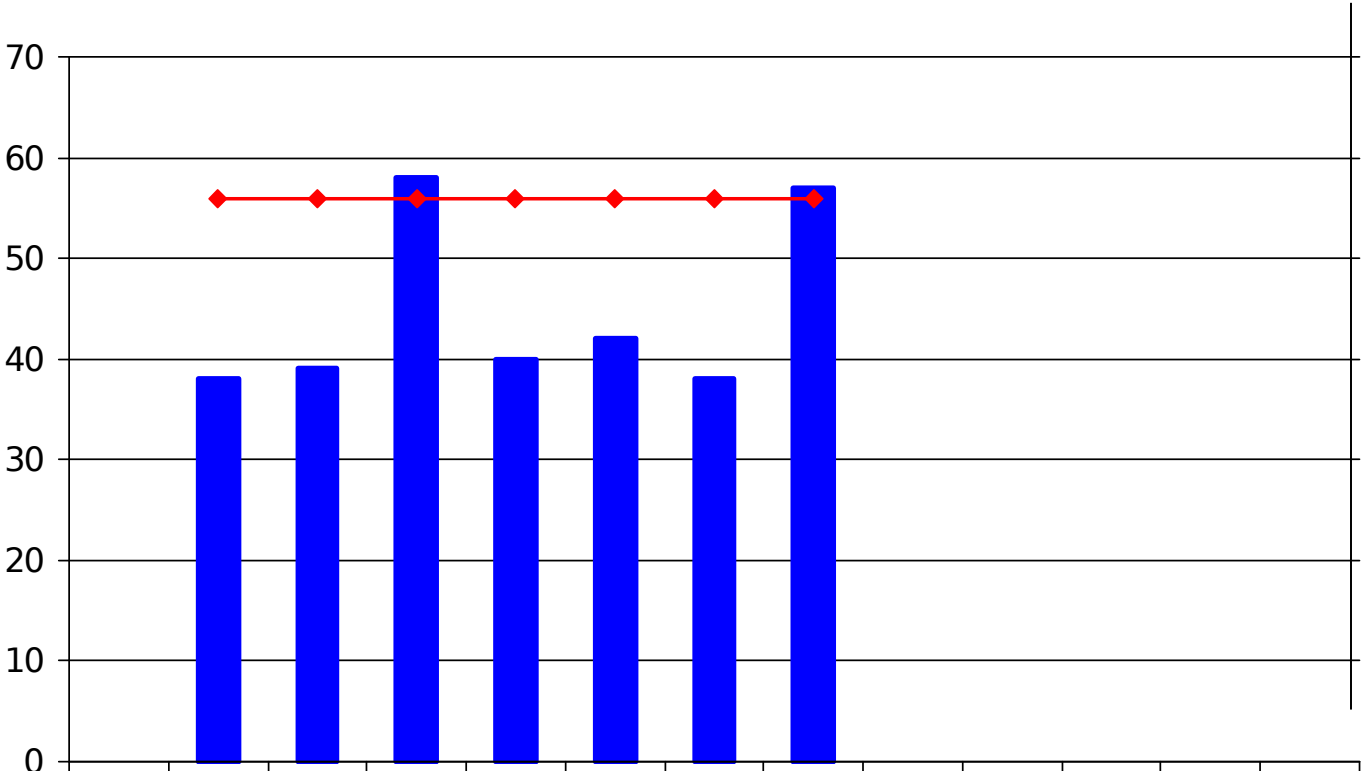

| | Sep-03 | OCT | NOV | DEC | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Mo SA % | 88.0* | 87.6 | 88.2 | 86.7 | 86.7 | 88.53 | 88.5 | 89.9 | | | | | |
| Cum SA% | 89.5* | 87.6 | 87.9 | 87.5 | 87.3 | 87.55 | 87.7 | 88.0 | | | | | |
| MO DMDS | 54612* | 59,439 | 59,541 | 54,435 | 52,050 | 48,178 | 49,923 | 53,725 | | | | | |
| MO Hi FREQ SA% | 89.9* | 87.8 | 88.8 | 87.2 | 86.7 | 89.13 | 89.5 | 91.8 | | | | | |
| Cum Hi FREQ SA% | 91.2* | 87.8 | 88.3 | 87.9 | 87.7 | 87.91 | 88.1 | 88.7 | | | | | |

# Backorder Lines On Hand



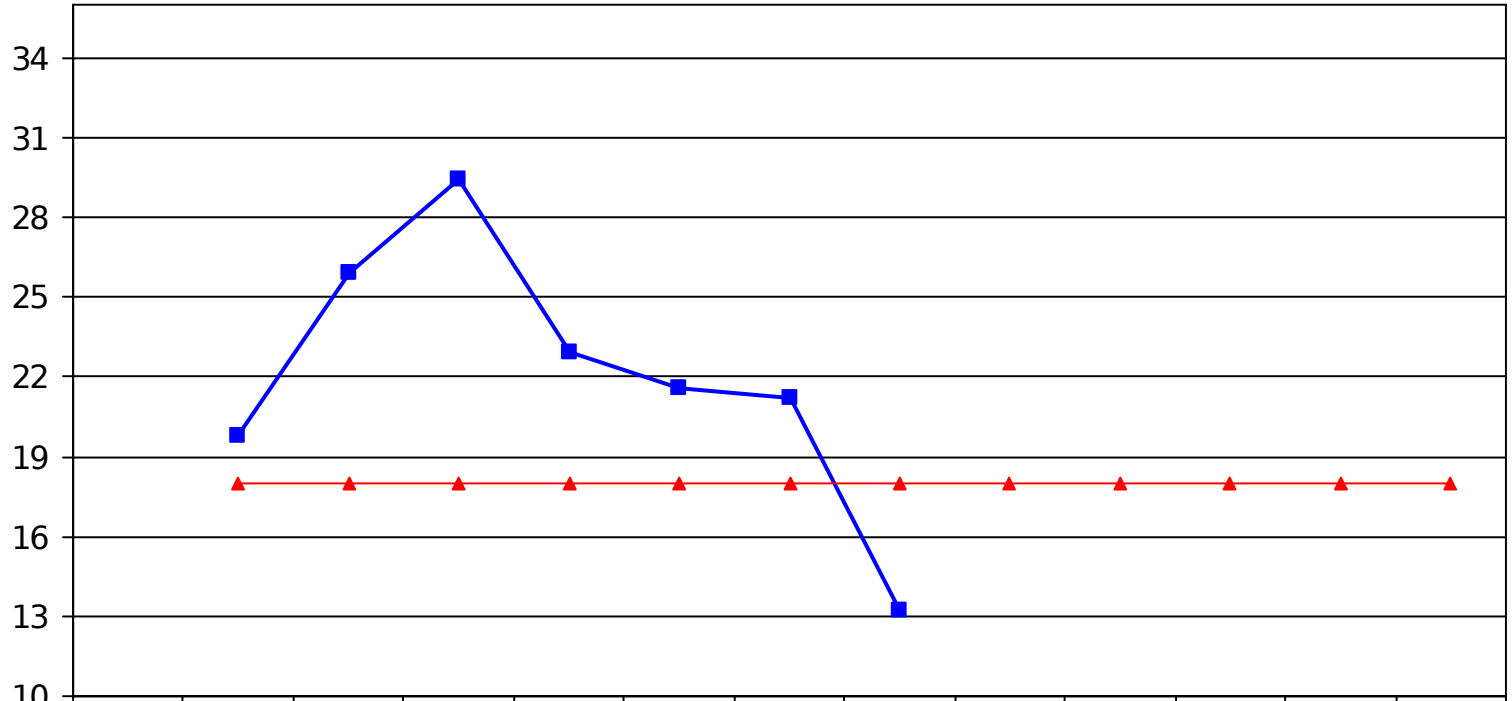

| | Sep-03 | OCT | NOV | DEC | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| On Hand (Actual) | 11576* | 11,842 | 12,737 | 13,736 | 13,144 | 11,536 | 10,385 | 10,002 | | | | | |
| Repl | 9694* | 9,959 | 10,774 | 12,032 | 11,307 | 9,678 | 8,930 | 8,553 | | | | | |
| NSO | 1870* | 1,853 | 1,946 | 1,681 | 1,816 | 1,818 | 1,408 | 1,430 | | | | | |
| UCL | | 11,901 | 11,542 | 10,334 | 10,098 | 11,532 | 10,425 | 10,113 | 9,740 | 9,573 | 9,482 | 9,621 | 9,475 |
| Target | | 11,334 | 10,992 | 9,842 | 9,617 | 10,983 | 9,929 | 9,631 | 9,277 | 9,117 | 9,030 | 9,163 | 9,024 |
| B/O >180 Days | 1190* | 1,195 | 1,184 | 1,193 | 1,226 | 1,353 | 1,462 | 1,353 | | | | | |
| B/O Index* | 6.6* | 6.3 | 6.8 | 7.3 | 7.3 | 6.8 | 6.3 | 5.9 | | | | | |

# Product Quality Deficiency Reports



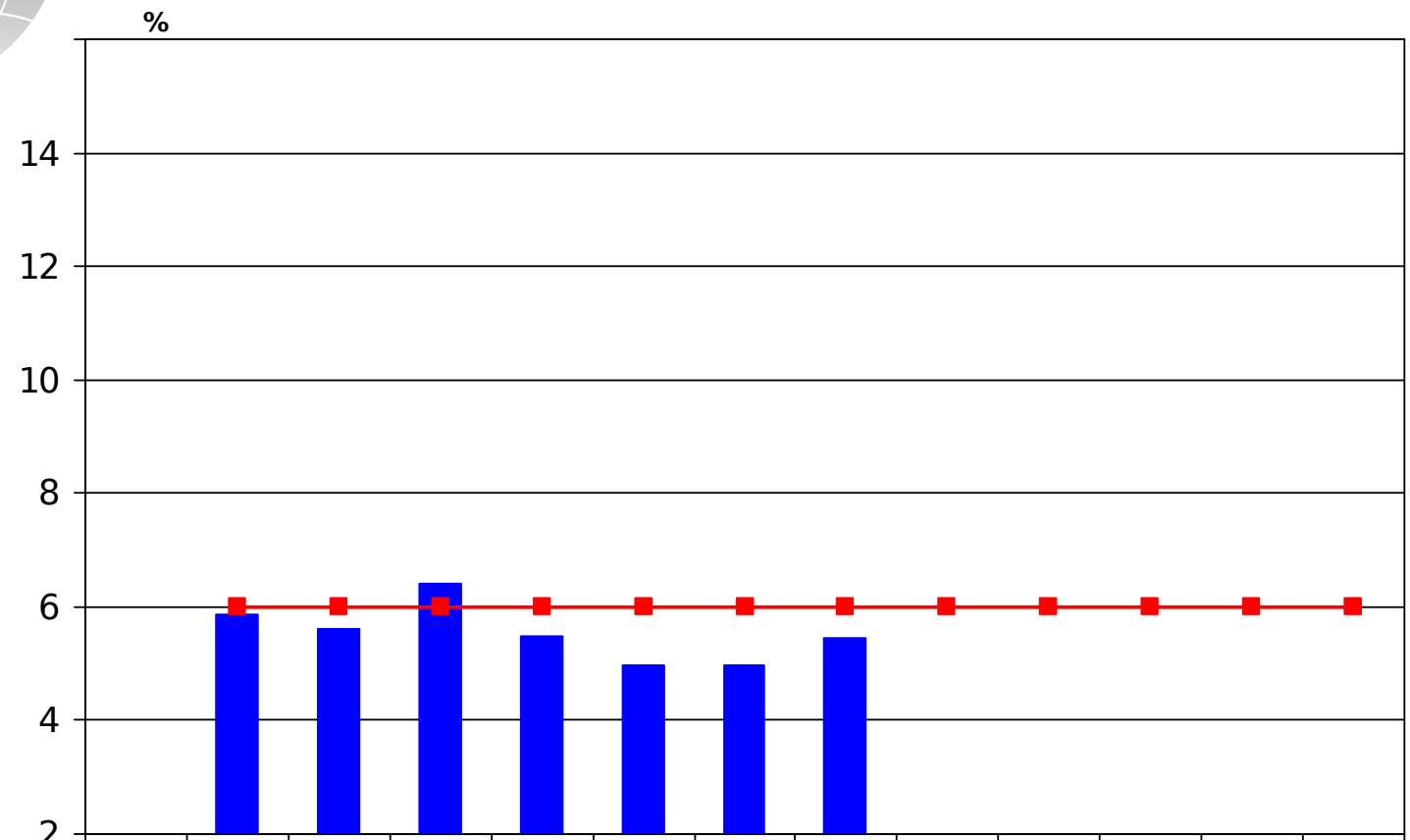

| | Sep-03 | OCT | NOV | DEC | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| PQDRs On Hand | 61* | 38 | 39 | 58 | 40 | 42 | 38 | 57 | | | | | |
| FY04 On Hand Target | | 56 | 56 | 56 | 56 | 56 | 56 | 56 | | | | | |
| PQDRs Rec'd | 52* | 39 | 36 | 51 | 44 | 50 | 48 | 60 | | | | | |
| PQDRs Proc | 25* | 62 | 35 | 35 | 43 | 48 | 52 | 41 | | | | | |
| #NSNs Affected | 37* | 27 | 29 | 39 | 28 | 38 | 36 | 44 | | | | | |

# % of Replenishment PRs Aged > ALT of Record



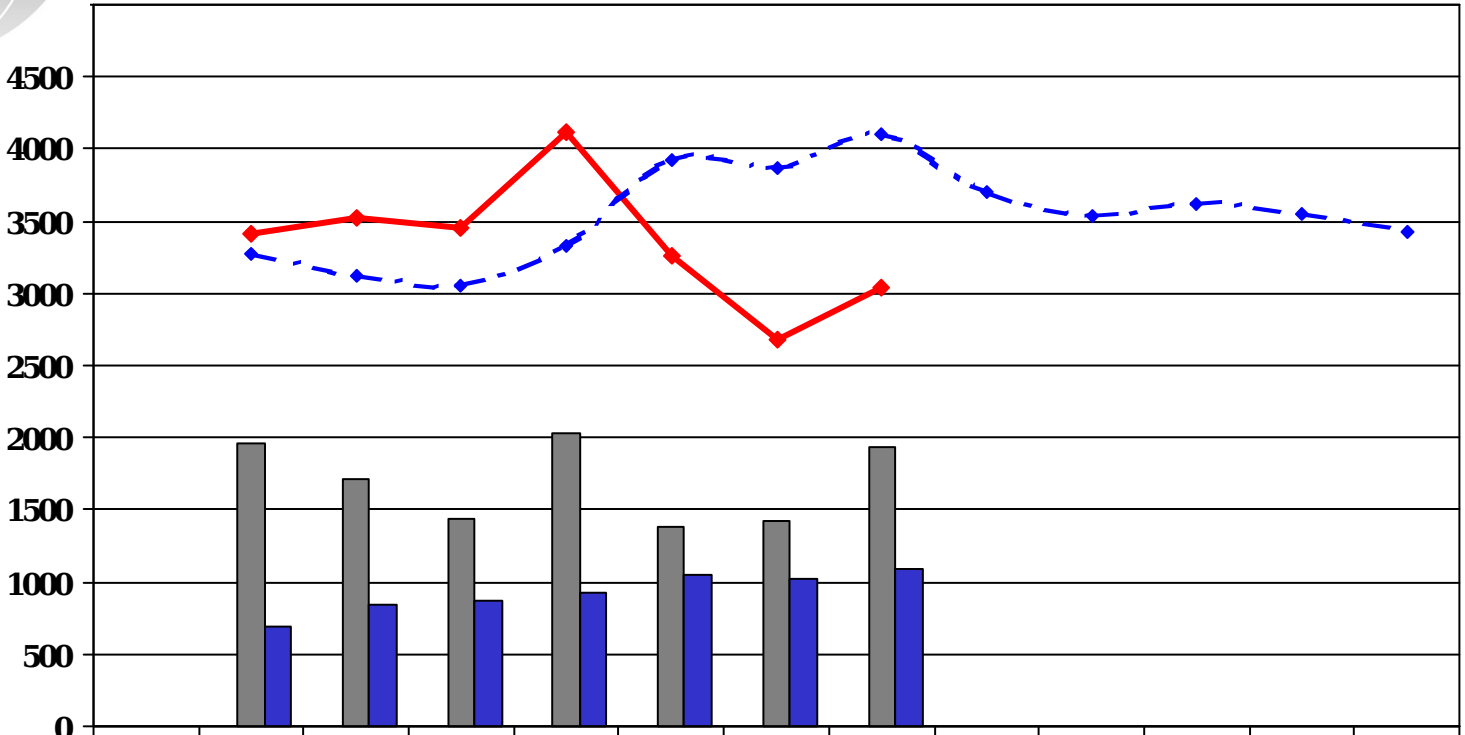

| | Sep-03 | OCT | NOV | DEC | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Actual | 24.4* | 19.8 | 25.9 | 29.4 | 22.9 | 21.6 | 21.2 | 13.2 | | | | | |
| FY04 Target | | 18.0 | 18.0 | 18.0 | 18.0 | 18.0 | 18.0 | 18.0 | 18.0 | 18.0 | 18.0 | 18.0 | 18.0 |

# Delinquency Data



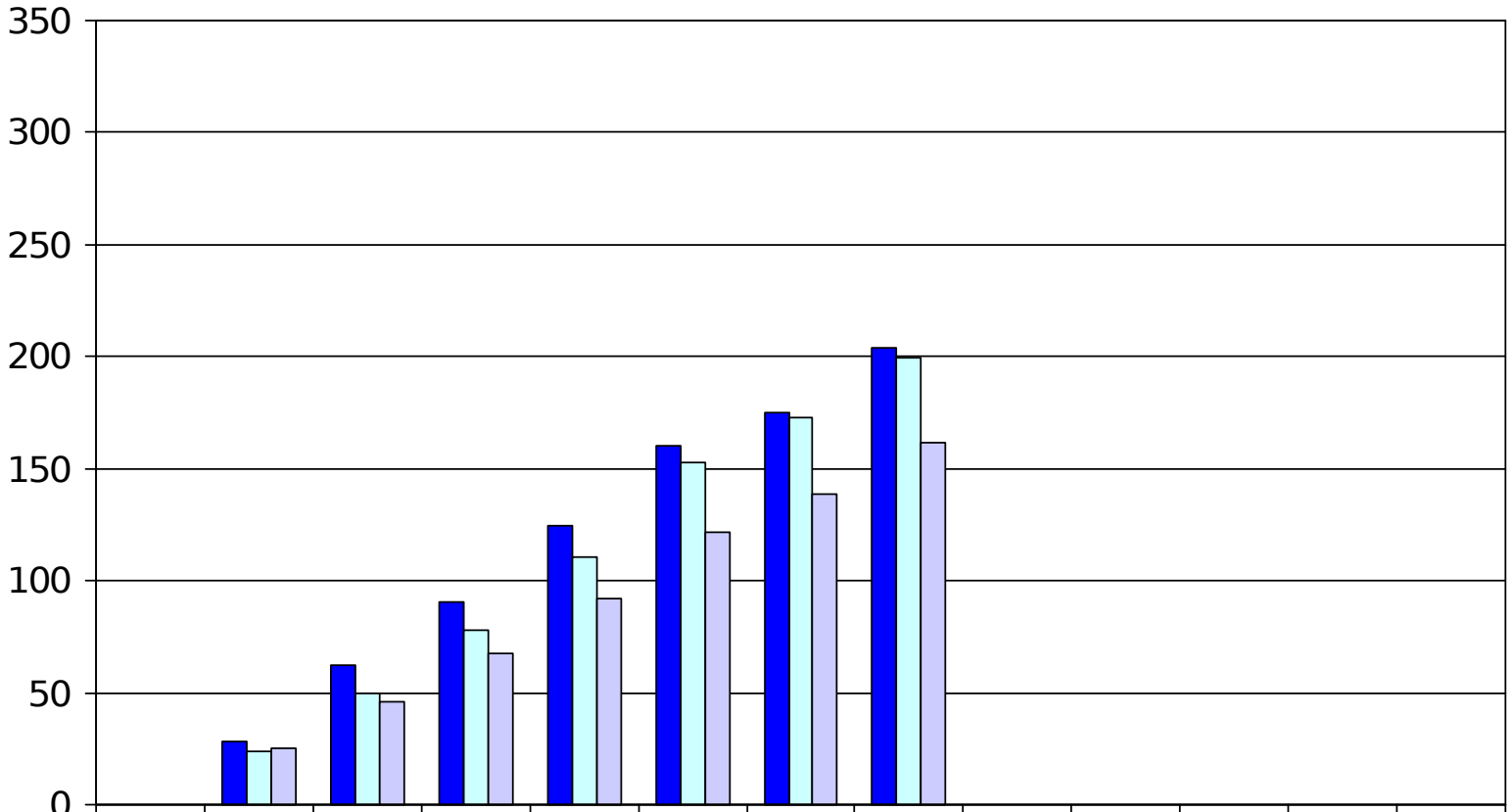

| | Sep-03 | OCT | NOV | DEC | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Delq Rates (%) | 5.7* | 5.9 | 5.6 | 6.4 | 5.5 | 5.0 | 5.0 | 5.4 | | | | | |
| FY04 Target | | 6.0 | 6.0 | 6.0 | 6.0 | 6.0 | 6.0 | 6.0 | 6.0 | 6.0 | 6.0 | 6.0 | 6.0 |

# Purchase Requests



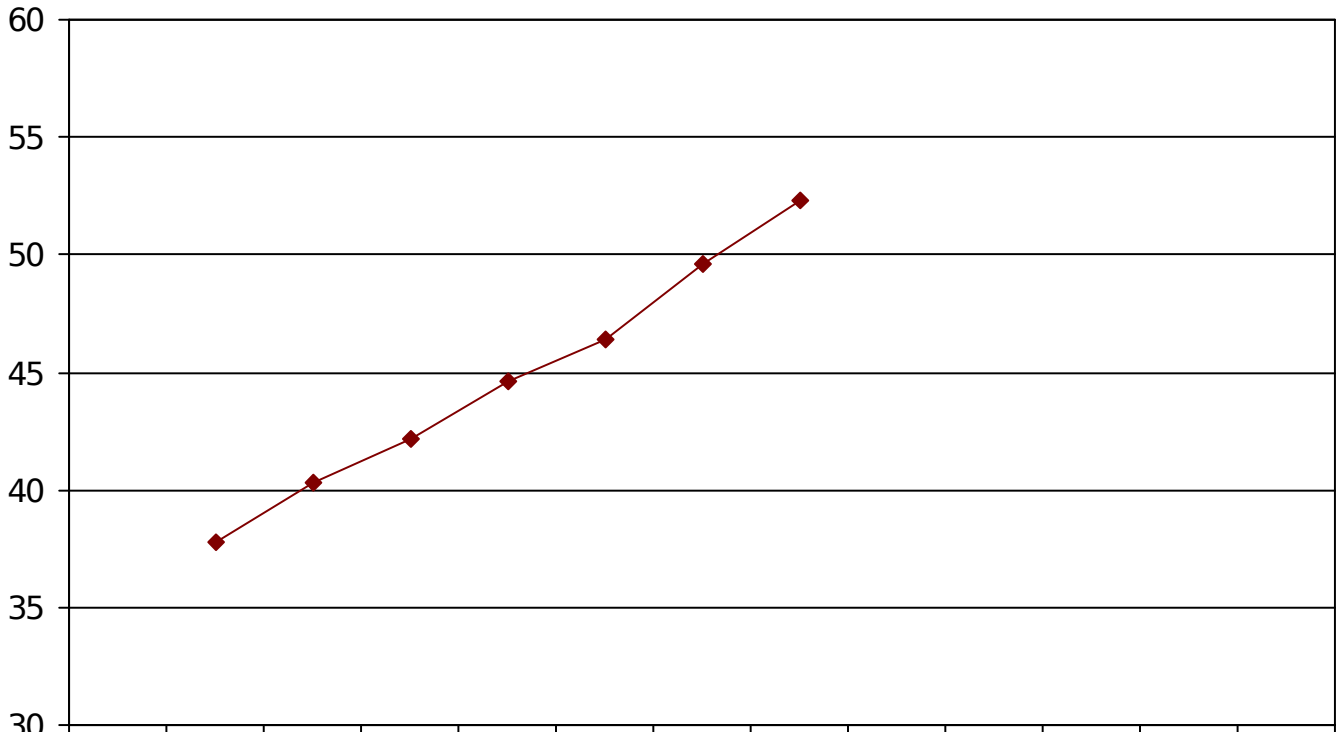

| | Sep-03 | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| PRs $ On-hand | 44.8* | 50.8 | 59.3 | 58.9 | 60.5 | 58.7 | 50.4 | 53.6 | | | | | |
| PRs Received | 1477* | 1,960 | 1,710 | 1,434 | 2,028 | 1,386 | 1,418 | 1,933 | | | | | |
| PRs Awarded | 773* | 684 | 836 | 866 | 923 | 1046 | 1029 | 1094 | | | | | |
| PRs OH | 2879* | 3,405 | 3,528 | 3,448 | 4,110 | 3,256 | 2,681 | 3,037 | | | | | |
| Upper Control Limit | | 3,275 | 3,119 | 3,052 | 3,331 | 3,928 | 3,870 | 4,096 | 3,699 | 3,535 | 3,617 | 3,548 | 3,425 |
| OH Monthly Target | | 3,119 | 2,971 | 2,907 | 3,172 | 3,741 | 3,686 | 3,901 | 3,523 | 3,366 | 3,445 | 3,379 | 3,262 |

# Commitments, Obligations & Earnings




| | Sep-03 | OCT | NOV | DEC | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| New Commits (Cum) | 307.5* | 28.1 | 62.4 | 90.4 | 124.5 | 160.2 | 174.8 | 203.8 | | | | | |
| Obligations (Cum) | 318.4* | 23.8 | 49.6 | 78.2 | 110.4 | 153.1 | 172.7 | 199.8 | | | | | |
| Earnings (Cum) | 283.2* | 25.0 | 45.9 | 67.3 | 91.6 | 121.8 | 138.7 | 162 | | | | | |

# Long Term Contracts, High Frequency NSN Coverage




| | Sep-03 | OCT | NOV | DEC | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| LTC % High FREQ NSNs | 37.6* | 37.75 | 40.31 | 42.17 | 44.61 | 46.4 | 49.61 | 52.31 | | | | | |
| Count of High FREQ NSNs | 1592* | 1820 | 1821 | 1814 | 1809 | 1808 | 1806 | 1799 | | | | | |
| Total LTC % of Actions (CUM) | 74.3* | 67.8 | 68.7 | 70.4 | 69.7 | 68.6 | 68.32 | 68.6 | | | | | |

# *Thanks…*

## *To Our Business Partners For Our Ongoing Success!!!*

# Future Events

- BSM
- Big Bang
- Battery Transfer